



## Confidently SCALE YOUR BUSINESS GROWTH with a ROADMAP TO SUCCESS

Today's Best Strategies to LEAD GROWTH without sabotaging Cash, Culture, and Execution

Bring YOUR LEADERSHIP TEAM to the revamped **MASTERING THE ROCKEFELLER HABITS™** Workshop and learn the proven tools and strategies to achieve greater:

### ALIGNMENT

Get faster results with less effort when your entire team is on the same page, and inspired to follow your clear and sustainable growth plan.

### ACCOUNTABILITY

See your company's industry reputation soar as you create a culture of reliable excellence (where A-players choose to stay).

### ACCELERATION

Light your revenue records on fire. This will be a breakthrough year for your business growth. (You'll want to keep this Business Growth workshop a secret from your competitors.)

PLAN YOUR SUCCESS, register today at:  
<http://MRHWorkshopCedarRapidsq4.eventbrite.com>

**Wednesday**  
**November 12, 2014**

**Cedar Rapids Marriott**  
 1200 Collins Road NE  
 Cedar Rapids, IA 52402



The Four Decisions™ refer to the critical decisions that growth companies must get right to maximize their revenue, profit, and time. This workshop will teach you tools for making the right decisions to drive business growth in the areas of People, Strategy, Execution, and Cash.



"The Rockefeller Habits have completely changed the attitude and performance of my entire company. We enjoy working together even more and collaborate more effectively to pursue our goals. The ease of communication and speed at which things now happen in the business is amazing. If you want quick, decisive change for the better, begin implementing the Rockefeller Habits tomorrow."

**Kevin Sheridan, President**  
**Rutgers Painting, Maplewood, NJ**

All workshop participants will receive a FREE copy of *Mastering the Rockefeller Habits*.



*Design a roadmap to success by leading your business with clarity and focus using these proven tools to fuel everyone in your company and drive business growth.*

## CREATE AN IRRESISTIBLE BRAND PROMISE

Intimately understand your target customer and how your brand promise is the unique solution they've been waiting for.

## MAGNIFY YOUR CORE VALUES

Create a high level of credibility and enliven your identity with clarity on your company's core values.



Presented by

**DOUGLAS WICK**

319.393.2565 | [dwick@positioningsystems.com](mailto:dwick@positioningsystems.com)  
[www.positioningsystems.com](http://www.positioningsystems.com)

Doug Wick is a certified Gazelles Coach, 15 years of coaching experience, including 9 years as a Senior E-Myth Consultant. Doug coaches his clients on how to develop Strategic Discipline. Strategic Discipline provides a cadence of accountability aligning an organization from top to bottom to consistently achieve its quarterly and annual priorities. Doug works with midsize business owner/CEO with a ravenous appetite to improve their leadership skills and business results. Positioning Systems unrelenting personal commitment and dynamic best practice tools enhance management proficiency to produce measurable performance.

### POSITIONING SYSTEMS BRAND PROMISE — Strategic Discipline

- #1 **Priority:** Determine your #1 Priority and achieve measureable progress in 90 days to accomplish it, subsequently repeat this every 90 days.
- #2 **Meetings:** Establish an effective meeting rhythm pattern to compound the value of your priorities and metrics. Your business pulses faster, builds momentum to increase measurable revenue and profits.
- #3 **Metrics:** Develop measurable Key Performance Indicators. Company and executive team members develop reporting dashboards to increase accountability, following Pearson's Law for dramatic performance improvement.

Doug recently used the Rockefeller Habits and Strategic Discipline principles to beat his terminal diagnosis of Acute Myeloid Leukemia. Positioning Systems assures our customers we believe and are so committed to your success, unless you see results you do not pay for our coaching.



Best Education. Best Tools. Best Community.  
[www.GICoaches.com](http://www.GICoaches.com)

## KNOW YOUR CASH CONVERSION CYCLE

Learn five ways to find cash in your company to increase your fiscal efficiency and raise your profit margin.

## STRATEGIZE QUARTERLY GROWTH

Strategize your most critical short-term decisions for your 13-week race with focus on your annual initiatives, critical number(s), quarterly priorities and metrics.

## ACHIEVE CONSISTENT SUCCESS

Learn the updated "10 Rockefeller Habits" to flawlessly achieve consistent, precise, and predictable execution as you scale.

### REGISTER TODAY

<http://MRHWorkshopCedarRapidsq4.eventbrite.com>

### When & Where

Wednesday, November 12, 2014

Cedar Rapids Marriott  
1200 Collins Road NE  
Cedar Rapids, IA 52402

### Bring your LEADERSHIP TEAMS!

#### Your Investment

5+ Attendees

**\$395**  
per person

3-4 Attendees

**\$495**  
per person

1-2 Attendees

**\$595**  
per person

#### Your Time

Doors open 7:45 a.m. Workshop from 8:00 a.m. to 5:00 p.m.  
Breakfast and lunch provided.

#### Workshop Questions

For details, please contact Douglas Wick at 319.393.2565 or email at [dwick@positioningsystems.com](mailto:dwick@positioningsystems.com).

For additional MRH Workshop dates, please visit:  
[http://gazelles.com/mrh\\_workshops.html](http://gazelles.com/mrh_workshops.html)

May be eligible for Continuing Education credits depending on individual professions.

"We've been working with Doug for three years and it's no coincidence that our bottom line has been enhanced over those three years. Hundreds of thousands of dollars, each year a record year on top of that, and for three straight years we have been a Miller-Coors President's award winner. Going to this workshop, it's extremely important. You need to take a couple steps back from time to time to look at how you are going to go forward."

**Mike Schulte**  
Vice President Sales & Marketing

**Fleck Sales**  
Cedar Rapids, IA